

he himself represents, is apt to overlook the point that there was a time when this same man was not doing the volume that he is credited with doing at present," said Mr. Miller. "He also has had his row to hoe, and if the matter be thoroughly worked out it will be found that his business was built on two things: first, the car to sell in which he believed; second, satisfied users of that car. It is the satisfied users that are your best aid of new business. They are your client salesmen."

"Keep up your enthusiasm in your car. If you believe in it, heart and soul, it will not be long until you have imparted this enthusiasm to others, then the getting of the name to the order blank and the check to bind the bargain will not be long in coming."

Mr. Miller concluded his remarks by stating that though his company had only been handling the Mitchell car for seven months, it has already sold \$100,000 worth of these autos.

Market Company Elects.

At the annual meeting of the stockholders of the Washington Market Company, held recently in the office of the company at Center Market, the following directors were elected for the ensuing year: Arthur A. Biff, William H. Carter, William W. Cox, Samuel W. Crockett, George W. Gray, James B. Lambie, Ralph W. Lee, Samuel E. Lewis, James Lamsburg, Samuel J. Prescott, William P. Reeves, Edward O. Whitford, and Frank G. Wilkins.

MILLER TALKS BEFORE MITCHELL CONFERENCE

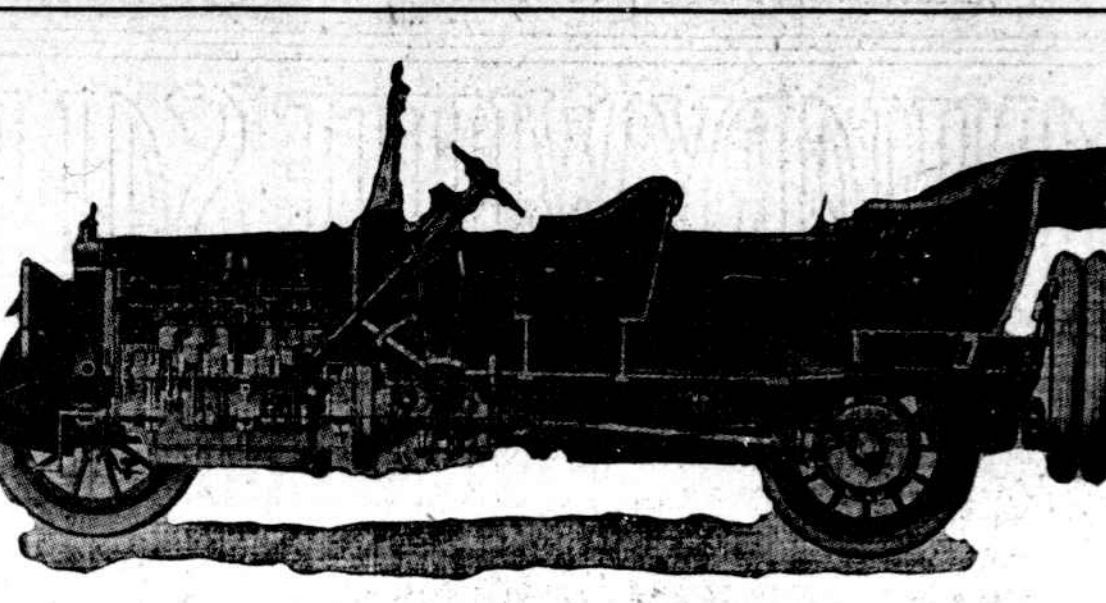
Arouses Their Enthusiasm at New York Conference by Telling How Business Can Be Won.

"There was a time when I was primarily in business for the almighty dollar. Now I am partially in business for my health and the man who isn't generally has poor health and poor business." This was the manner in which Claude Miller, president of Miller Brothers, local representatives for the Mitchell car, made his opening remarks when called upon to address the forty-two Mitchell dealers who gathered from different parts of the East for the dual purpose of attending the factory conference and talking in the New York Automobile show.

Mr. Miller went on to narrate how the small dealer was the one that needed the factory's help, for when he did not see for himself, he was very apt to lose his enthusiasm. It was by cheering this man up and keeping his enthusiasm to the highest point that the factory could be of best help.

"The small man, when he heads or hears of some one else who has sold a great many machines of the same make

CUTOUT CHASSIS AND BODY, PACKARD TWIN SIX



The above is a sectional view of the car represented in Washington by The Luttrell Company.

STUDEBAKER CHASSIS SENSATION OF GOTHAM

Gold Car Costing \$25,000 Is Most Expensive Car Ever Built—Will Be Shown Elsewhere.

New York, Jan. 8.—Built and finished at a cost of more than \$25,000 the Studebaker gold chassis has proved the biggest sensation at the automobile show held during the week. It also will be on view at other leading motor car exhibits throughout the country.

Men who have attended every automobile show since the first was held say they were never treated to as big a surprise as this Studebaker chassis, finished from stem to stern in pure gold. It is the most expensive chassis ever built, and yet it is standard in every detail of construction, with the exception of its brilliant gold finish.

More than 350 ounces of pure gold were used, and nearly 3,000 parts are finished in gold. Only one firm in the country had the facilities to undertake the job, and even this concern, Yale & Towne, of Stamford Conn., had to arrange for special 15-foot vats and other equipment.

This chassis, protected by heavy insurance, has been watched constantly by Pinkerton men since its arrival in the city, chiefly to keep admirers and curiosity seekers from chipping off pieces of the gold for souvenirs.

In addition to being the most expensive chassis at any motor show, this Studebaker gold chassis is costlier by far than any complete car in the history of automobile shows.

The gold chassis does more than simply repose in its majesty. Cut out, it reveals the vital mechanism of the car in a way that is a liberal education to those interested in seeing just how the mechanism of an automobile works.

The gold finish lights up the little details of the chassis and shows the refinement of finish and the perfection of workmanship, according to the Studebaker officials, as nothing else can. It enables all who see it to observe its simplicity of construction and accessibility, and take needless chances for design and care of construction.

Dear Bo—Really too bad that you did not get the chance to slip away from the office long enough to visit the New York shows—for, as you know, there were two shows—the big one at the Grand Central Palace and the Importers' salon at the Astor. Old-timers who have never missed a gathering of this kind admit that they both were the greatest ever. To try to explain in detail just what was there and what it looked like would be an awful undertaking; in fact, I doubt if anyone could really get away with the job.

Of course, the Grand Central Palace contained the greatest number of exhibits. Two floors of this mammoth display were devoted to the display of motor cars, and there was a small overflow on the third floor. The remainder of this floor and the entire fourth floor were occupied by the accessory manufacturers, and take needless chances for the sake of saving a little time.

In the face of the many terrible accidents occurring daily it is time that you, Mr. Automobile Driver, pause a moment and reflect.

You may have taken chances heretofore and came out unscathed, but time about the next time? The next time you will be saying, "My child, your father or mother—some one near and dear to you. Even though it be an entire stranger you have perhaps killed or maimed, and perhaps injured, you will be awakened to the responsibility which rests on you by the awful realization that you have maimed or caused the death of some one."

Criminal carelessness is an ugly term, but it is being applied nowadays to the driver who takes chances, and when that term is applied to you, you will find yourself outside the law.

A little more care, a little less hurry will make you a better man or woman and a better citizen. It may save you a life or the life of someone else. To aid in the propaganda to urge automobile drivers to exercise care, the Hoosier State Automobile Association, a branch of the American Automobile Association, has had printed and freely circulated throughout Indiana and adjacent States, the following adjuration under the caption of "Courtesy First Means Safety First":

First, do not hog the middle of the street—give the other fellow room to go by and when he attempts to pass you do not speed up and perhaps crowd him into a safety zone.—Be courteous.

Keep out of the safety zones—they are for the other fellow. It is up to you to make them safe. Be courteous.

When a fellow comes in from a side street give him room to turn the corner; do not crowd. When you park behind another car, remember he may wish to leave before you do. Give him room to get out; don't crowd. When you expect to turn to the right, keep your intentions secret; think of the fellow behind. Be courteous.

Do not dodge in and around cars in line in traffic; remember they were there first, and on day-and-out first, and you are always a useful article.

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MOTOR GOSSIP

By "ST" GROGAN.

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HERALD AUTO DIRECTORY

CONTAINING THE NAMES AND ADDRESSES OF THE WASHINGTON DEALERS OF WELL-KNOWN PLEASURE AUTOMOBILES, MOTOR TRUCKS, ACCESSORIES AND SUPPLIES.

Herald readers who fail to find in this feature what they desire or who want any further information about the cars or dealers listed below will receive this information by clipping and mailing the coupon below.

GASOLINE CARS	
ALLEN— MOTOR TIRE & SALES CO., 1013 14th st. Phone M. 487.	MAXWELL— H. R. LEARY, JR., 1322 Fourteenth st. Phone North 474.
APPERTON— PROBERT ABRISON CO., 128 Wisconsin st. Phone West 678.	METZ— CARTER SALES CO., 1322 Fourteenth st. Phone North 1302.
ARGO— SMITH MOTOR SALES CO., 207 Fourteenth st. Phone North 561.	MITCHELL— MILLER BROS., 61 Pierce st. n. Phone Lincoln 460.
AUBURN— AUBURN SALES CO., 643 Maryland st. n. Phone Lincoln 1534.	MOON— SMITH MOTOR SALES CO., 207 Fourteenth st. Phone North 561.
BUICK— BUICK MOTOR CO., 1038 Connecticut st. Phone Main 828.	NATIONAL— COMBS MOTOR CO., 1219 H st. n. Phone Main 851.
CHANDLER— WARRINGTON MOTOR CAR CO., 180 Fourth st. Phone North 1332.	OAKLAND— SMITH TREV CO., 429 Fourth st. Phone Main 607.
CHALMERS— G. I. Sixth and Seventh. Phone Main 828.	OLDSMOBILE— POLLOCK CAR CORPORATION, 1018 Connecticut st. Phone North 1537.
CHEVROLET— MILLER BROS., 61 Pierce st. n. Phone Lincoln 460.	OVERLAND— HARPER-OVERLAND CO., 122 Fourth st. Phone North 300.
COLE— HENDERSON-ROWE CO., 1012 Fourth st. Phone Main 353.	PACKARD— THE LUTTRELL CO., 1214 New Hampshire st. Phone West 185.
CROW-ELKHART— CROW-ELKHART CO., 30 High Bridge st. Phone Main 308.	PAGE-DETROIT— CAPITAL AUTO SERVICE CO., 1023 Fourth st. Phone North 236.
DODGE— SEMMES-KNEES CO., 1136 Connecticut st. Phone North 407.	PIERCE-ARROW— FOSS-HUGHES CO., 141 Connecticut st. Phone North 242.
DORT— MILLER BROS., 61 Pierce st. n. Phone Lincoln 460.	PREMIER— PREMIER SALES CO., 201 H st. n. Phone Main 560.
EMPIRE— D. F. PYLE, 1014 Fourth st. Phone North 381.	PULLMAN— WM. BARNHART & CO., 107 Fourth st. Phone North 185.
FORD— FORD MOTOR CO., Union Trust Building. Phone Main 591.	REGAL— CAPITAL AUTO SERVICE CO., 1023 Fourth st. Phone North 236.
FRANKLIN— DAVID S. HENDRICK CO., 1023 Connecticut st. Phone Main 602.	REO— SMITH-TREV CO., 829 Fourth st. Phone Main 607.
HAYNES— THE BURGER MOTOR CO., 1119 Fourth st. Phone North 152.	SAXON— DAVID S. HENDRICK CO., 1023 Connecticut st. Phone Main 602.
HUDSON— SEMMES-KNEES CO., 1136 Connecticut st. Phone North 407.	STUDEBAKER— THE COMMERCIAL AUTO SUPPLY CO., 819 Fourth st. Phone Main 214.
HUFF-BROOKS— CARTER SALES CO., 1323 Fourth st. Phone North 132.	SPRINT— RYAN, 18 Jackson place. Phone West 185.
HUPMOBILE— THE BURGER MOTOR CO., 1119 Fourth st. Phone North 152.	STUTZ— CAPITOL AUTO SERVICE CO., 1023 Fourth st. Phone North 236.
IMPERIAL— SMITH MOTOR SALES CO., 207 Fourteenth st. Phone North 561.	STEARN— POTOMAC MOTOR CAR CO., 122 Connecticut st. Phone North 300.
INTER-STATE— POTOMAC MOTOR CAR CO., 122 Connecticut st. Phone North 300.	TRUMBULL— NATIONAL MOTORISTS ASSN., Sixteenth st. and Park road. Phone Columbia 622.
JEFFERY— COMBS MOTOR CO., 1519 H st. n. Phone Main 851.	VELIE— FOSS-HUGHES CO., 141 Connecticut st. Phone North 242.
KING— WM. P. BARNHART & CO., 107 Fourth st. Phone North 185.	
KISSER KARS— HENDERSON-ROWE CO., 1012 Fourth st. Phone Main 353.	
LOCOMOBILE— LOCOMOBILE COMPANY OF AMERICA, 1123 Connecticut st. Phone North 300.	
LAMBERT— CARTER SALES CO., 1323 Fourth st. Phone North 132.	

INFORMATION COUPON.

Herald Automobile Directory.

Please send me the following information:

Your name.

Your address.

Or telephone Main 3300 and ask for Auto Department.

FENDERS AND RADIATORS.

MOORE & CO.,
"If done so, do one right."
306 John Marshall Pl.
Main 1641.

METAL ART SHOP,
Manufacturers of Guards, Radiators, Gas Tanks,
1336 Fourteenth, North 200.

A. SHUMACHER,
Expert Radiator Repairing, auto Fenders, Hoods,
Tanks, Mufflers, 1134 Fourteenth, North 304.

FRENCH RADIATOR & FENDER CO.,
Expert Radiator and Fender Repairing,
1006 Fourteenth, North 255.

GUARANTEE RADIATOR & LAMP CO.,
Fenders made to order,
1215 New York st. Main 630.

ALBERT SORSONEN, COPPERSMITH,
Auto Fenders, Hoods and Gasoline Tanks made by
experts, Thirtieth and D st. n. w. Main 187.

TIRES.

L. E. SULLIVAN TIRE CO.,
1217 H st. Main 760.

MILLER TIRES,
Southern Auto Specialty Co.,
174 Fourteenth st. North 400.

GIBNEY MOTOR TRUCK TIRES,
Day and night service,
31 N st. n. w. North 308.

POLLOCK TIRES,
10,000 mile guarantee,
1214 Twentieth st. North 121.

LE ROY LIVINGSTON,
Hood Tires,
1613 Fourteenth st. North 158.

THE CHEW-GOUCHER CO.,
"We can show you and we will."
Pennsylvania Ave. and 14th St.
1624 Fourteenth, North 600.

RAUCH & LANG—
BARTMAN GARAGE,
120-26 New Hampshire st., 207-11 M st.
Phone West 42-43.

MOTOR TRUCKS.

AUTOCAR—
AUTOCAR SALES & SER. CO.,
170 Fourth st. n.
Phone North 185.

LITTLE GIANT—
CHICAGO PNEUMATIC TOOL CO.,
61 Missouri ave.
Phone North 185.

JEFFERY—
COMBS-MORROW CO.,
1517 H st. n.
Phone Main 851.

G. M. C.—
REVELLE MOTOR TRUCK CO.,
Rear 1810 E.
Phone M. 17-0.

FLINT—
MILLER BROS.,
61 Pierce st. n.
Phone Lincoln 460.

DETROIT—
MILLER BROS.,
61 Pierce st. n.
Phone Lincoln 460.

BESEMER—
COMMERCIAL GARAGE,
206 Sixth st.

VULCAN—
COMMERCIAL GARAGE,
206 Sixth st.

VIN—
SEMMES-KNEES CO.,
1136 Connecticut st.
Phone North 407.

WILCOX TRUCK—
SEMMES-KNEES CO.,
1136 Connecticut st.
Phone 407.

WITT-WILL—
WITT-WILL CO.,
8 N st. n.
Phone Lincoln 1021.

WHITE—
THE WHITE CO.,
121 Twentieth st.
Phone N. 122.

ACCESSORIES.

NATIONAL ELECTRICAL SUPPLY CO.,
"Everything for the car owner."
1200 New York st. Phone Main 600.

RUDOLPH & WEST CO.,
"Automobile accessories."
1212 New York st. Main 678.

BARBER & ROSS,
Stromberg carburetors, accessories,
Hess and W. G. St. n. w. Main 625.

IRVIN T. DONOHUE,
Fourth and I. Main 365.

RECORD AUTO SUPPLY AND SERVICE CO.,
62-34 Massachusetts st. n. w.
Phone Main 2-3.

MID CITY AUTO SUPPLY HOUSE,
Gasoline Station,
700 M st. n. w.

AUTO SERVICE CO.,
"Supplies of all kinds."
1904 New Hampshire st. North 675.

CAPITAL AUTO SUPPLY CO.,
Automobile sundries-gasoline,
1022 Fourth st. North 200.

MODERN AUTO SUPPLY CO.,
The Northeast accessory store,
517 H st. n. w. Lincoln 200.

UNION GARAGE,
thoroughly equipped,
G st. between Sixth and Seventh, Main 888.

VULCAN AUTOMOBILE GOODS,
1613 and P st.

SOUTHERN AUTO SPECIALTY CO.,
174 Fourteenth st. North 400.

CHAS. RUBEL & CO.,
"Everything electrical."
1313 Fourteenth st. North 264.

B. F. ZIMMERMAN,
Street-Water Service Station,
1317 1/2 Fourteenth, North 200.

HINTS FOR AUTOISTS.

Drivers should be certain that grease cups are filled regularly. If this work is done by a garage assistant, take the time to watch that it is really being done. Filling grease cups is too important to be trifled with. The careful car owner should give his car that consideration it deserves, namely, seeing to it that all grease cups are regularly filled and regularly turned down as needed. Neglect means large repair bills.

After scraping the carbon from the cylinders of a motor equipped with an air starter care should be taken to remove from the cylinders all the loose carbon. Filling grease cups is too important to be trifled with. The careful car owner should give his car that consideration it deserves, namely, seeing to it that all grease cups are regularly filled and regularly turned down as needed. Neglect means large repair bills.

The practically universal mistake of clashing gears in changing from high to intermediate on a hill may be avoided if the gears are placed in neutral for a second and the engine accelerated slightly with the clutch in. Then depress the clutch pedal and when the change is made the gears will mesh quietly and easily since they are rotating at the same speed—or will be after a little practice.

A clean, well-polished car is a "thing of beauty." In order to preserve the original luster of enameled and varnished surfaces, the mud should be rinsed off with a gentle stream before it has become dry. The surface should then be dried with an "outlet flannel" cloth that has been wrung out as dry as possible from clean water. A good polish is made of one part kerosene, one part vinegar, and one part colorless liquid shellac.

Here is a little dodge that may on occasion save the motorist considerable trouble. If there is a crack in a pipe or tank, or in the radiator, and no soldering equipment is at hand, common rosin, melted and run over the leak to a depth of a quarter of an inch, will temporarily stop the leak. If a little more permanent job is desired, a bit of leather placed over the hole before running the rosin makes a workmanlike job of it.

When a crack in a fender, resulting from vibration, causes a cracking noise that is very annoying, it is sometimes hard to locate.

If you will use soft yarn instead of hardwood thread in mending tears in leather or mohair cloth, the stitches will not tear out quickly.

The most dangerous time for the novice in automobile handling is just when he feels that he has mastered the machine and that he has nothing to fear from it; that, after all, it's an easy thing to manage, and that he is equal to any emergency. Shortly after that, if his confidence overcomes his caution, he will have his first real fright or his first accident.

In starting do not open the throttle too wide. Two or three turns with the spark off, and a single turn with spark on will give the best start. Spinning the motor should never be done with the spark on. The object of "spinning" is to fill the combustion chambers with an explosive mixture, and this can be done with safety only when the spark is off. After the chambers are filled a single pull upward will secure all the results of the spinning and eliminate danger from back-firing.

Always carry two or three short lengths of rubber tubing in the tool box, the diameters corresponding to the sizes of copper piping in use on the car for the gasoline, oil and pressure pipes. If a pipe is completely fractured, spring one half of the pipe out sufficiently to push a length of rubber tubing over it, then bend it back again to join up with the other half and work the tubing over the fracture. If there is any difficulty in carrying out the repair by this method, cut a little off each half of the piping and then join up with the tubing. If you have no instrument to cut the piping, spring both halves away from one another and then curve the end round to make a slight semi-circle so that the pipe apertures point toward one another. Join up as before with the rubber tubing. If the pipe is simply cracked and not entirely tight with insulating tape, which is always a useful article to carry, for binding up electric cable.

ORDERS BEST PROOF OF SERVICES RENDERED

Paige Sales Manager Comments on Fact of Supreme Test of His Company's Cars.

"When the car owner, in purchasing his next automobile, chooses the same make that he is driving, he bases his selection not entirely on style impressions, but largely on the day-in-and-day-out fact that he has already received. He has already received," says Henry Krohn, sales manager of the Paige-Detroit Motor Car Company. "That is the supreme test—the best evidence that the owner is thoroughly convinced of the quality and value of his motorcar."

"For that reason we feel there is considerable significance in the numerous repeat orders for Paige cars. We are gratified at the frequent declarations: 'My next car will be a Paige.'"

"Large numbers of repeat orders for Paige cars have been received throughout the country, and these orders run from one to a half dozen cars. In several instances Paiges have been sold in fleets of five and six to men who already were Paige owners and whose business necessitated the operation of a large number of cars."

VIRGINIA COMPANY FORMED.

Subsidiary of Willys-Overland Company of Toledo Is Organized.